

Message Text

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DRAFTED BY:COM/BIC/OED/MEPD/262:MWELLS

APPROVED BY:STATE/E.B/W. C. ARMSTRONG

COM/BIC/OED/MEPD:J SANDS, DIR

COM/BIC/OIM/LA/V. DORAN(INFO)

JUSTICE/ANTITRUST DIV:K CLEARWATERS

STATE/EB/CBA/D SEARBY

STATE/EB/CBA/BP:B BUSHNELL

STATE/ARA/MEX: R KING

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FM SECSTATE WASHDC

TO AMEMBASSY MEXICO

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FROM ASSISTANT SECRETARY ARMSTRONG FOR CHARGE

E.O. 11652: N/A

TAGS: ETRD, MX

SUBJ: PROPOSED U.S. CONSORTIUM APPROACH TO ALTOS HORNOS
STEEL MILL EXPANSION

PASS MONTERREY

1. THE MAJOR MEXICAN STEEL COMPANY ALTOS HORNOS DE MEXICO,
S.A. (AHMSA), IS CURRENTLY CONTEMPLATING \$200-240 MILLION EXPANSION
PROGRAM. IN ORDER TO ENHANCE THE COMPETITIVENESS OF US FIRMS
BIDDING THIS PROJECT WE ARE ENCOURAGING A CONSORTIUM APPROACH
INVOLVING THE KOOPERS COMPANY AND THE ARTHUR MCKEE COMPANY.

2. AHMSA PROJECT HAS NOT BEEN ANNOUNCED PUBLICLY AND
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CAME TO OUR ATTENTION THROUGH THE ARTHUR MCKEE COMPANY. A

BIDDERS' BRIEFING MEETING IS SCHEDULED FOR SEPTEMBER 17.
TO UNDERSCORE THE STRONG USG SUPPORT FOR THIS BID JOHN SANDS,
DIRECTOR OF THE MAJOR EXPORT PROJECTS DIVISION, OFFICE OF
EXPORT DEVELOPMENT, DEPARTMENT OF COMMERCE, AND CRAIG ATKINS,
THE SENIOR PROJECT OFFICER CONCERNED, WILL ACCOMPANY THE
US INDUSTRY REPRESENTATIVES TO THE SEPTEMBER 17TH MEETING.

THE INDUSTRY REPRESENTATIVES WILL BE:

FOR KOPPERS: J.D. RICE, VICE PRESIDENT & ASSISTANT
GENERAL MANAGER FOR CONSTRUCTION.

FOR MCKEE: R.B. AUFMUTH, GROUP VICE PRESIDENT
W.R. TARBERT, DIVISION VICE PRESIDENT
CHARLES GOLSON, VICE PRESIDENT MCKEE CTIP
INTERNATIONAL AND WASHINGTON REPRESENTATIVE
J.L. RIGGIL, DIRECTOR OF OPERATIONS,
MEXICAN OFFICE.

ARTHUR MCKEE AND KOPPERS HAVE SPECIFICALLY ASKED THAT USG
OFFICIALS FROM WASHINGTON BE PRESENT AT THE MEETING, NOT ONLY TO
HIGHLIGHT OFFICIAL INTEREST BUT ALSO TO ASSIST WITH ANY
SUBSEQUENT BUSINESS REVIEWS WITH THE DEPARTMENT OF JUSTICE.
CONSORTIUM WILL ONLY BE FORMED AFTER BUSINESS REVIEW WITH JUSTICE.

3. CLOSE COORDINATION WITH COMMERCE, JUSTICE, STATE AND THE
EMBASSY IS ESSENTIAL TO THE SUCCESS OF THIS INNOVATIVE APPROACH.
I HOPE YOU WILL BE ABLE TO MEET THE INDUSTRY REPRESENTATIVES
FOLLOWING THE BIDDERS' BRIEFING. SANDS AND ATKINS WILL THEN
DISCUSS WITH YOU FINANCING, SUBCONTRACTING AND OTHER
"TACTICAL" CONSIDERATIONS IN PURSING THIS PROJECT.
WE HERE IN WASHINGTON LOOK FORWARD TO WORKING CLOSELY
WITH YOU AND YOUR STAFF ON THIS "FIRST" IN US
FOREIGN COMMERCIAL RELATIONS. RUSH

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